

# DOIT(S)

## Novotel – Amsterdam City

### 2013-09-13

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#### Attendees:

Niclas Nygren	Volvo
Håkan Schildt	Scania
Arie van der Jagt	Transics
Dirk Staelens	Transics
Johan Amoruso-Wennerby	Vehco
Mark Warner	Qualcomm/ Omnitrac

#### *Registered but could not attend*

Filip van Thielen	Daimler – Will be updated
Paul Reynolds	Telogis – Updated 2013.09.17
Martin Hiscox	Masternaut – Will be updated w.c.16:th Sept

#### *Confirmed attendance next meeting*

Michel van Maercke	Trimble – Will be updated soonest
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#### Objective with meeting 2013-09-13

To start up the process to coordinate data requirements from the 3:rd party FMS suppliers to be addressed to ACEA HDEI Working Group who manages the FMS Standardisation.

The meeting had as deliverables to:

- Discuss the prerequisites to start up the process
- Confirm Telematics Valley as a neutral arena to facilitate the process
- Initiate the first step in the process

#### Notes from the meeting

All attendees shared the view of the confusion and uncertainty FMS users often perceive when they interpret data/information aggregated by the trucks.

Confusion is created for the users as well as for suppliers as there is no common industry definition that describes the quality of data nor how terminology is defined to describe a specific measure being data or state of the truck e.g coasting.

This is due to the OEM's individual decisions on technology to collect data, setting of the parameter values and formulating algorithms to calculate and display information as well as 3:rd party FMS suppliers collection, aggregation and interpretation of data.

A consequence is that a large proportion of the users do not utilize the full potential of the FMS solutions.

Fuel Consumption specifically was discussed as it is a crucial value and has often been the main driver to create services that motivate Fleet Operators to invest in a FMS.

As a consequence of OEMs proprietary solutions, analysis of consolidated Fuel Consumption in mixed fleets and comparison between drivers and truck brands has inbuilt uncertainties.

The DOIT(S) process objective is to provide input to the OEMs that supports the data harmonization process by channelling the 3:rd party FMS supplier's requirements. This to enable 3:rd party FMS suppliers to get a better understanding of the definitions of the values and deviations between brands.

DOIT(S) will also propose new data to collect as well as aggregation of data into information.

OEMs data delivery system are more often aggregating data to analyse performance over time and 3:rd party FMS suppliers sometimes need streamed real time data to e.g. influence immediate driver behaviour. This can sometimes be a source for limitations of data supply with the performance 3:rd party FMS suppliers need for their service deliveries.

The mixed fleet issue and confusion created amongst FMS-buyers, reducing usage and probably also market penetration of FMS solutions, should be a common goal to overcome.

### Telematics Valley

Telematics Valley was accepted on June 13.th 2013, by ACEA HDEI Working Group, to act as a neutral arena for OEM's with the 3:rd party FMS suppliers to facilitate the dialogue between the two parties. The mission is to coordinate data requirements from the 3:rd party FMS suppliers to be addressed to ACEA HDEI Working Group.

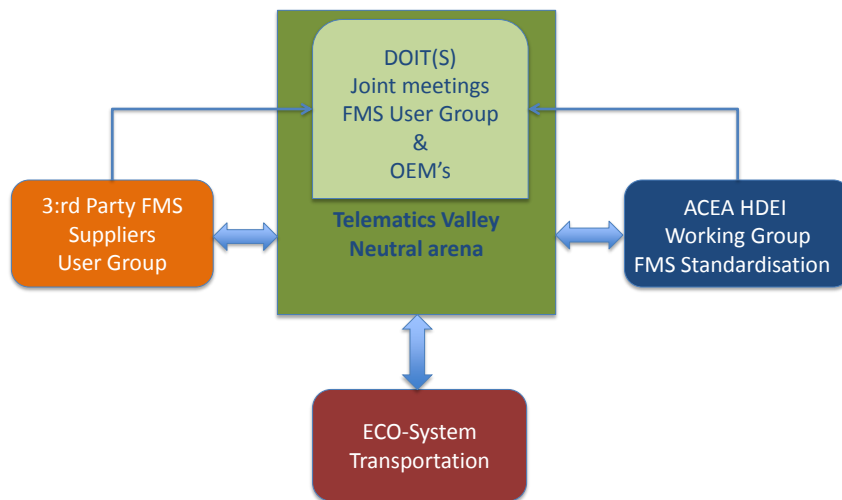
Telematics Valley has during 2012 -2013 initiated and managed 4 meetings with representatives from OEM's and 3:rd party FMS suppliers to initiate this process and on the 10:th of October 2012 a confirmation was given that Telematics Valley can also take on the role to act as the facilitator.

Telematics Valley as a non-profit interest organisation with multi members from both the truck OEMs and 3:rd party FMS suppliers has no agenda to favour or disclose any information to any party.

Telematics Valley only interest is to offer the neutral arena to stimulate changes that support the development of utilization of telematics related products and services of good for the whole industry and consequently also the member's interests.

The role of Telematics Valley is to be:

- *Coordinator* of meetings (*administrator*)
- *Channel* to convey information between the two parties, OEMs and 3:rd party FMS suppliers
- Neutral part for individual companies (OEMs and 3:rd party FMS suppliers) to have a *central point of contact* to put forward proposals of issues to be brought up at scheduled meetings
- Responsible to comply with the *EU Commission* measures for *preventing unfair competition*
- Responsible to *keep up the momentum* in the process over time



### **Proposed DOIT(S) process**

As pointed out in our meeting on the 13:th of September it is important to fully understand the prerequisites for running this process to be able to meet the expectations of the involved parties.

It is a question of balancing interests to reach a common goal.

Telematics Valley propose as a process start up activity to have an individual discussion with all 3:rd party FMS suppliers in the User Group to summarize their requirements and make a prioritization list with specifications that will form the fundament for the discussions to follow.

Interviews will also be made with OEMs.

This activity will also strengthen the commitment from the parties to support the process by involving persons at each company that have interest in the outcome.

The results from DOIT(S) will be of strategic importance for all companies involved.

Proposed User Group representing 3:rd party FMS suppliers on company level:

- Masternaut
- Qualcomm/ Omnitrac
- Telogis
- Transics
- Trimble
- Vehco

To comply with EU Commission measures for preventing unfair competition, the results from this process has to be open also for Non-User Group members.

The fundament for this whole process is that more OPENNESS between the parties will drive the development of FMS towards solutions that deliver even more value for end users than today.

Initial process steps proposed:

- 1) A summary based on information from the individual discussions is sent from Telematics Valley to all 3:rd party FMS suppliers to comment on and to verify priority and requirements.
- 2) The conclusion is forwarded by Telematics Valley to the ACEA HDEI Working Group to be brought up in a standardisation meeting and a reply to 3:rd party FMS User Group is reported back to Telematics Valley.
- 3) The reply is summarized by Telematics Valley and distributed to the 3:rd party FMS User Group.
- 4) DOIT(S) first process meeting with 3:rd party FMS suppliers User Group and representatives for ACEA HDEI Working Group is held to discuss the possibilities to access the data or set of data that was requested by the 3:rd party FMS User Group.
- 5) Telematics Valley produces a report from the meeting that is distributed to all parties.
- 6) A proposed schedule for process meetings is 3 times per year coordinated to be kept close in time after the meetings held by the HDEI Working Group. Timing for meetings is decided at the first DOIT(S) meeting see 4.

### Financing

So far this has been managed as a pre-process and financed by the members of Telematics Valley of which the majority have no commercial interest in FMS solutions.

To continue the process that is an additional responsibility for the organisation, a yearly fee will be charged that cover the process management time and actual cost for organising the meetings.

Telematics Valley members already pay a yearly fee of €5,000, if more than 65 employees. For the truck OEMs and FMS suppliers the DOIT(S) process is a vital justification of the membership fee.

Telematics Valley need to charge a DOIT(S) Process Fee for non-members in the user group to cover the extra work load and cost that is required.

Proposed yearly Process Fee is € 2,400 for each company in the user group if more than 65 employees. For smaller companies, a linear proportional scale will be used with a minimum of € 500 if less than 10 employees.

DOIT(S) will not accept any commercial dialogue during the Joint Meetings due to *EU Commission measures for preventing unfair competition* but the process user group members will definitely be very updated on the FMS development and influence access of data in the future.

Gothenburg 2013-09-20

Jan Unander  
Executive Director  
Telematics Valley